

## Official Program for the Fourth of July Races, 1912 Spreckels' Park Kahului, Maui

FIRST RACE—Running Race, 1/2 mile dash, free for all.	\$200.00
SECOND RACE—Running, Hawaiian bred, 1/2 mile dash.	
First	200.00
Second	50.00
THIRD RACE—Running, free for all, 2-year-olds, 3/4 mile dash.	250.00
FOURTH RACE—Trotting and Pacing, 2:15 class, mile heats; two in three	350.00
FIFTH RACE—Running, free for all, 1 1/4 mile dash, purse	750.00
SIXTH RACE—Running, free for all, ponies 14:2 or under, 1/2 mile dash, purse	125.00
SEVENTH RACE—Japanese owned horses, 3/4 mile dash.	
First money	150.00
Second money	50.00
EIGHTH RACE—Running Race, 1 mile dash, Hawaiian bred; First purse	300.00
Second purse	50.00
NINTH RACE—Running Race, free for all, 3/4 mile dash.	250.00
TENTH RACE—Trotting and Pacing, free for all, best two in three mile heats, purse	350.00
ELEVENTH RACE—Running Race, Maui maiden ponies, 1/2 mile dash, 14:3 or under; First	100.00
Second	25.00
TWELFTH RACE—Running Race, free for all, maidens, 2-year-olds, 3/4 mile dash, winner of third race barred; purse	250.00
THIRTEENTH RACE—Running Race, Hawaiian bred, 3/4 mile dash; First	250.00
Second	50.00
FOURTEENTH RACE—Cowboy Relay Race, as usual; First	25.00
Second	10.00
FIFTEENTH RACE—Gentlemen's Race, for members only, race-horses barred, for a cup.	
SIXTEENTH RACE—Mule Race, 1 mile dash; First	35.00
Second	15.00

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## A Couple of Live Wires

By ANDREW J. WHITNEY

Abraham Patterson was a real estate and insurance man, and Johnny Thacker was his chief clerk, book-keeper and man of all work, besides taking care of the office, even to sweeping out. Soon after Johnny went with the real estate man the latter's daughter, aged seventeen, came into the office one morning to get some pin money and found Johnny there alone.

This was the beginning of a love affair between her and Johnny. Having found a visit to the office and upon him pleasant, Della came quite often after that, always choosing a time when her father was out drumming up or attending to business. Mr. Patterson was consequently ignorant of the growing attachment. Indeed he was unmindful of the fact that his daughter had outgrown her doll. As for Johnny, Patterson grudged him the \$10 a week salary he paid him.

One day Mr. Patterson, just as he had started in for the sale of a piece of real estate upon which the commission would amount to \$1,000, fell ill and was confined to his bed. Down to the office came Della with a note from him to Johnny stating that he must give up trying to bring about the trade and so inform the seller and a buyer whom he had hoped to sell the property. Johnny read the note and pondered.

"What you thinking about?" asked the inquisitive Della.

"I was wondering if I could do the job."

"Of course you can." At that moment Mr. Wardell, the owner of the property in question, came in and asked if Mr. Patterson was yet down. Johnny replied that he was a trifle indisposed and wouldn't arrive till afternoon, but he Johnny would do anything required in the meantime. "Tell him I've decided to take \$40,000 for the property."

Mr. Wardell went out, and Johnny and Della consulted. The consultation ended in Della keeping office while Johnny went out to find Mr. Deacon, the expected purchaser. Deacon had offered \$40,000, but the price was then \$42,500. Johnny asked if he would buy at the price, and Deacon told him he thought he would. But before he could determine positively he must make another visit to the property and look it over.

Johnny returned to Della, and another consultation followed. A person had been in the office while Johnny was away from whom she had gathered that certain real estate agents of the town were getting busy about the property and a sale was likely to be made by another go-between who would gather in the commission. Della suggested that they report to Mr. Wardell that Mr. Deacon had accepted his offer and agreed to pay the \$40,000. This would complete the sale so far as Mr. Wardell was concerned, and the bottom of the transaction could only drop out through Mr. Deacon.

Unfortunately for these young brokers Mr. Deacon on his way to inspect the property slipped off the curb and sprained his ankle. His wife telephoned to the office information of the fact, saying that there was little doubt that he would buy the property, but one more visit to the premises was necessary and her husband could not go out on his sprained ankle for several days.

"It's all up!" moaned Johnny. "I've heard on the street this morning that an agent was hunting for Mr. Wardell to offer him \$45,000 for the property, but can't find him."

In comes the postman with a letter from Mr. Wardell dated in a neighboring town, asking for the contract of sale to be sent him with the customary deposit. This indicated that he considered his property sold. If the young brokers could stave him off till they could get a definite answer from Deacon the sale would be effected.

"I tell you what," said Della. "Send him a contract and purposely make an error in it. He'll have to send it back and by that time we may get Mr. Deacon up to the point."

"Good!" exclaimed Johnny, and, taking a blank contract, he filled it out on the typewriter, writing \$100,000 instead of \$40,000. Then he put it in a post box.

For the next two days the reports of offers for and sales of the property were in the air. The contract came back for correction, and the youngsters were at their wits' ends. Johnny went to the telephone and told Mr. Deacon that he'd have to "Yes" then or never. Deacon got a carriage, made his inspection, stopped at the office on his return and signed a contract of purchase with check for forfeiture.

As Johnny was going out of the office with him a broker came in and said: "I've got a contract of purchase signed for the Wardell property for \$40,000. I can't find the owner. If you'll tell me where he is I'll divide commissions."

"Don't know anything about it," said John as he jumped into a cab and was driven in a hurry to a station. He got Wardell's signature and was back in town at 10 o'clock the next morning.

That day Patterson came to the office in care of his daughter. Johnny told him the story and showed him the contract. The real estate man looked from one to the other of the two youngsters, then bugged both.

The firm of Thacker & Co now consists of Mr. and Mrs. Thacker. They are considered in the real estate market to be live wires.

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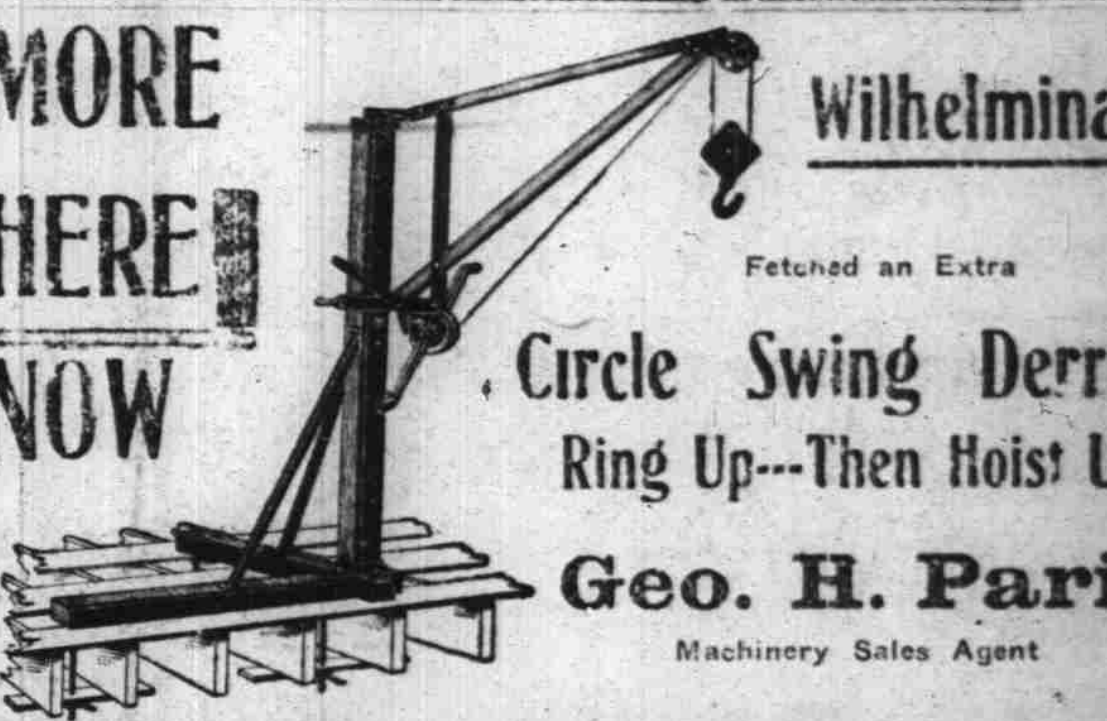
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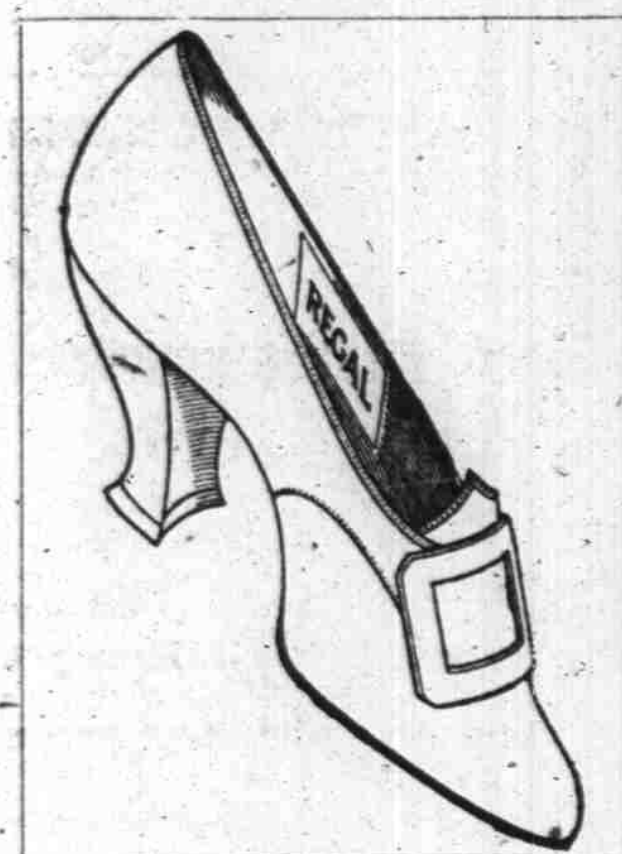
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